



**9TH ANNUAL U.S. DEPARTMENT OF ENERGY
SMALL BUSINESS CONFERENCE**

PLENARY SESSIONS

**Department of Energy
Mentor-Protégé Program**

**www.energy.gov
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Program Purpose

- The Mentor-Protégé Program assists small businesses (Protégés), to compete for contract awards by partnering with DOE prime contractors, (Mentors).



Program Purpose (*continued*)

- To enhance the qualifications of eligible small businesses enabling them to become more competitive in the business environment;
- To foster long term business relationships between small and large businesses;



Program Purpose (*continued*)

- To seek to include eligible small businesses in mentoring relationships in non-traditional energy-related technical areas:
 - ☐ Environmental Services
 - ☐ Research and Development
 - ☐ Nuclear Security
 - ☐ Facility Management Contracting



Protégé Eligibility

- 8(a) Certified Small Businesses
- Small Businesses Certified by SBA, as SDB
- Women-Owned Small Businesses
- Service-Disabled Veteran-Owned Small Businesses
- HUBZone Small Businesses
- Historically Black Colleges & Universities (HBCU's)
- Other Minority Institutions of Higher Learning



Other Protégé Eligibility Requirements

- Must be eligible to receive government contracts
- Must be in business at least 2 years.



Benefits to the Protégé

- Business and developmental assistance to enhance organization's capabilities
- Strategic teaming relationships for future work as partners or prime-sub team
- Non-competitive subcontract opportunities



Benefits to the Protégé (*continued*)

- Long term business relationship with contractor
- Mentor provides technical assistance to bid on other contracts, in many instances



Mentor Eligibility

- Must be a Department of Energy Prime Contractor



Benefits to the Mentor

- Strategic teaming relationships opportunities to pursue sole source, joint ventures, and set-aside work with the Protégé
- Reimbursement of (allowable) costs incurred in providing assistance to the Protégé in performance of the contract
- Development of reliable subcontractors and suppliers



Benefits to the Mentor (*continued*)

- Protégés to other DOE mentors are available for non-competitive awards
- May receive credit during major source selection activities for program participation & developmental assistance to a Protégé, when a Mentor-Protégé relationship is an evaluation criterion



Benefits to the Mentor (*continued*)

- Pursue new market opportunities as a Mentor Protégé Team
- Develop long term business relationships with qualified small businesses



Special Features

- DOE Mentor Protégé Program allows its' Protégés and Mentors to be Protégés and Mentors with other agency programs
- DOE encourages its' 8(a) Protégés and Mentors to become Mentors and Protégés within SBA's Mentor Protégé Program, and to form joint ventures to bid on contracts when opportunities arise



Special Features (*continued*)

- Mentors in DOE's Mentor Protégé Program are authorized to award non-competitive contracts to its' own Protégés, as well as to other Protégés, participating in DOE's Mentor Protégé Program.



Facts Re: DOE's Mentor Protégé Program

- DOE's Program has 90 mentoring agreements
- Mentor's total 37 prime contractors
- Becoming a DOE Protégé is competitive, but feedback indicates the experience is beneficial.



How does my firm become a Protégé?

- Assess your firm's strengths and weaknesses to determine the areas requiring developmental assistance through mentoring
- Make a plan of your firm's growth potential over the next 5-10 years, and determine how developmental assistance will help you achieve the objective



How does my firm become a Protégé? (*continued*)

- Begin marketing with DOE's major prime contractors, i.e., with Facility Management Contractors (FMC's), including Management & Operating Contractors (M&O's), to work toward establishing a mentor-protégé relationship.



How does my firm become a Protégé? (*continued*)

- To contact the FMCs, access the “Directory of Small Business Managers” at:
www.energy.gov, click on “Small Business-Our People.”



*For additional information on the DOE's Mentor
Protégé Program contact:*

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